

Memphis City Council FY17 Budget Presentation

Black Business Association of Memphis

Roby Williams, President

May 10, 2016



◉ **Mission Statement**

“Our mission is to improve the economic well being of the Memphis region by developing successful entrepreneurs through education, advocacy and business development.”



◉ Goals

Our primary objective for FY2017 is to continue to equip business owners with cutting edge business skills that will be viable in the 21st Century and to have every minority business person understand that the purpose of any business is to profitably create experiences so compelling for customers that their loyalty becomes assured. As of March 21th of FY2016 we have seen **542** clients at 555 Beale Street. Additionally, we met with **278** members on their premises through March 21, 2016.



◉ Objectives

- Promote BBA member businesses to Consumers through our website, our facebook page and our Newsletter and through every channel available.
- Promote and connect BBA member businesses with opportunities to perform Government Contracts and develop lasting revenue streams B2G.



◉ Objectives

- Promote and connect BBA member businesses with special emphasis on B2B.
- Promote and connect BBA member businesses with special emphasis on B2Church.



◉ Objectives

- Mentor member businesses to be more productive and efficient by Implementing Lean Strategies.
- Mentor Young Black Men in connection with the United States Black Chamber (USBC) to successfully start and operate profitable businesses in the inner city.



◉ Objectives

- Promote BBA member businesses to consumers and other businesses.
- Promote cooperation among BBA member businesses and the greater business, civic, and religious community through sharing and collaboration.
- Promote the assets of black neighborhoods and encourage businesses to relocate within the black community.
- Promote participation of the black community in ownership of businesses through investment, counseling and training.
- Promote the creation, expansion, and development of businesses that employ black people and other minorities.
- To reinforce the positive image of black and minority businesses.

Funding Request for FY17

- **Fund Request \$200,000.00**
- **Service Provided from City's Funding**

BBA provides the following services to develop entrepreneurs

- Business Support Services
- Business Training and Education
- Business Plan Development & Assistance
- Access to Operating Capital
- Access to Bidding Opportunities
- Monthly Lunch & Learn Series (includes Networking)
- Procurement Workshops
- Discounts with BBA Member Businesses
- B2B Referral Services
- No cost One on One Consultations (Group Coaching)